



NEWEST PAIGE MAKES ITS BOW

"Six-46" Has Many Distinctive Features to Attract Enthusiast.

WIRING SYSTEM SIMPLE

Latest Car Product of More Than Year of Work—Seven-passenger Machine. \$1,395.

A new six-cylinder car is in the field, the Paige Model Fairfield, otherwise known as the Paige "Six-46," manufactured by the Paige-Detroit Motor Car Company. The announcement of the advent of this new "Six" is of special interest to motorists as it has been known for some time that the Paige company was working on the new car and considerable expectation had been aroused. The interest in what the Paige would do to the "Six" was due largely to the success of the model Glenwood "36." After more than a year of planning, working and developing the new Paige "Six" has at last arrived and it is the belief of its sponsors that it will not only attract its due share of attention, but that it will more than maintain the prestige won by the company in the field of "Fours."

The model Fairfield, Paige "Six-46," is a seven-passenger car selling for \$1,395. Its designers and builders have not aimed to exploit any mechanical innovations, but have sought to take advantage of all that has previously been learned in the manufacture of "Sixes," to secure the last word in proved mechanics and construction and win dominance in the field through the exceptional value offered.

In body design and general appearance the new "Six" is of the European full streamline type with a one man top that completes the impression of low hanging raciness. One of the features that give the car distinctiveness of design is the well-known, V-shaped radiator of the cellular type. The wheel base of 34 inches is ample to complete the effect of imposing size.

Wiring System Simple.
The motor is the Paige-Continental 21.2-inch bore by 21.4-inch stroke, giving 120 horsepower. The car has three speeds forward and one reverse working through chrome nickel steel gears and a multiple disc clutch. The lubrication system is by a combination pressure, splash and circulating system. The cooling system includes a 16-inch fan and a centrifugal pump.

Starting and lighting are taken care of by the Gray & Davis generator and starting motor. The wiring is simple, accessible and carried through the car by a combination pressure, splash and circulating system. The Bosch magnet, Willard storage battery and Gray & Davis lamps with dimmers complete the electrical equipment.

The rear axle is of the floating type, while the front is the one beam section. Drive is accomplished by shaft and torque shaft joints, through springs and torque beam. The brakes are internal and external, 14 inches in diameter.

The new Paige "Six" is left-hand drive, center control. The spark and throttle levers are on the Jacobs irreversible nut and sleeve type steering gear. Ignition switch, lighting, speedometer, and current indicator, pressure gauge, and oil pressure gauge are in accessible positions on the cowl board. Under the cowl is the gas tank with a capacity of fifteen gallons.

Accommodates Five.
In the tonnage there are ample accommodations for five persons; three in the back seat and two on auxiliary seats that disappear when not in use. The riding qualities, it is claimed, are immensely enhanced by the adoption in the rear of 4-inch cantilever springs. The front springs are semi-elliptic, 36 inches long.

The cantilever spring, it is claimed, is the latest and most perfect type of spring suspension, and it should make the riding qualities of this new Six sensational.

The car carries a complete equipment, such as tire iron, tire carrier, foot rest, license bracket, horn, pump, tools, and tire repair kit.

The Selby company, whose show room is at 1807 Fourth street, is showing the complete line of Paige cars, including the Fairfield Six.

DOCTOR PRAISES ELECTRIC.

Kansas City Physician Says Machine Has Saved Him Money.

The Electric Vehicle Association is in receipt of a letter from a physician in Kansas City, one of the highest cities in the country—extolling the virtues of the electric vehicle as used in his practice in the place of five horses for the past six years. He further states that he obtained 12,000 miles from his first set of batteries and the same mileage from his first set of tires. He also advises that the average cost of charging, which he does at home, is \$2.50 a month, and that the repairs and upkeep averaged less than \$5 a month for the six years he has had the vehicle which is still running with entire satisfaction.

This doctor's experience is that of a large number of physicians all over the country, for the electric appeals especially to them for its low operating cost, its dependability and noiselessness, and particularly its complete cleanliness, which is a most important factor to men of this profession.

Tours Sixteen States.
From Vancouver, B. C., to Greensboro, N. C., was the ambitious tour which Mr. and Mrs. W. M. Selby recently completed in their Studebaker car. They saw Grand Canyon, Mammoth Cave and many other points of interest, passing through sixteen States, without an accident of any sort.

Show Car Disassembled.
A novelty in sales display is credited to the San Jose, Cal., Studebaker dealer who disassembled a motor and amazed passers-by with the brilliant finish shown by the parts as they lay in the display window.

ENDS CARBURETOR TROUBLES.

Device of Cadillac Company Saves Chauffeurs' Tempers.

One of the interesting features in connection with the development of the eight-cylinder motor by the Cadillac Motor Car Company has been the correction of a fault common to practically all, if not all carburetors.

Often there is the lack of ability on the part of the carburetor to respond freely and fully to a sudden and complete opening of the throttle. When the throttle is quickly opened, the gasoline, flowing through the spray nozzle, does at once pass in sufficient quantity to form, with the rushing air, a gas of the required explosive quality.

The device which the Cadillac engineers have evolved to obviate the condition just described is an ingenious application of the plunger pump principle, though its action is confined to a single stroke of the plunger. When the driver suddenly opens his throttle, the plunger automatically forces an extra supply of gasoline through the spray nozzle, thereby providing a correct explosive mixture for quick acceleration.

SIGNS OF REVIVAL

IN EXPORT TRADE

R. T. Yates, of Briggs-Detroit Company, Says Business Prospects Are Getting Brighter.

Export shipments of pleasure cars are being resumed at the factory of the Briggs-Detroit Company, Detroit, and prospects are good for a steady revival of foreign business, according to Export Manager P. T. Yates of that company.

"We are receiving letters of a most optimistic nature from our dealers in South America, New Zealand, Australia, and the West Indies," said Mr. Yates, "and there is substantial evidence of the optimistic mood of these dealers in the shape of orders for immediate shipment."

"Our exports practically ceased at the outbreak of the European war and for weeks at a time we did not ship a car. Since the first of December, however, we have received a number of immediate shipping orders, and our dealers in South America, New Zealand, Australia, Spain, Portugal, Denmark, Iceland and the West Indies have given us specifications for a gratifyingly large number of cars, conditions considered."

"The bulk of our export shipments will be to South America, New Zealand and Australia for several months to come. According to our dealers' conditions, they are slowly but surely improving and moderate price American cars will pretty nearly have a corner on the market. Buyers there who ordinarily buy the larger, heavier and more expensive European cars are becoming keenly interested in the light weight, efficient American car that retails at about \$1,200 or \$1,500 and about 40 horsepower. The splendid service these cars are giving, together with the closed source of supply in Europe, is going to vastly increase the popularity of this type of American motor car and I believe that the prejudice that has existed in many sections south of the equator will practically disappear within the next year or so."

WATERLEY BROUGHAM

POPULAR AT SHOW

Curved Sill Construction of New Car

Only One of Features that Make It Winner.

New York, Jan. 2.—At the opening of the New York auto show tonight the Waterley Brougham, of Indianapolis, excited the most interest of the show, quite the most original and distinctive car this company has yet produced.

Built on a curved sill that brings the floor six inches nearer the ground than in most electric cars, the Waterley Brougham has great stability, combined with lightness and airiness of effect due to its unusual design.

The door is brought forward close to the coupe-pillar, giving only two large window openings where three of smaller size are usually placed. The rear corners are rounded and two small oval windows are placed in the curve between the side and rear windows.

All of these windows are draped with silk damask curtains having scalloped edges. The same pale blue and gray damask material, which is of Louis Quatorze pattern and French manufacture, covers the walls and ceiling, while the seats are upholstered in a delicate gray mixture of rich and substantial weave.

The seats themselves are four luxurious chairs grouped in a three-quarter circle as they might be in any boudoir, the left-hand chair from which the car is driven having absolute command of the road ahead on all sides.

To attract attention to this feature of the car a separate exhibit is made of the staggered rear seats of the four-chair brougham, and this is one of the most attractive novelties of the show.

At the showrooms of the Pollock Car Company, at 3018 Connecticut avenue, the Waterley is shown in Washington.

Studebaker Promotions.
Vice President Benson, of the Studebaker corporation, has appointed Henry T. Myers to management of the department of delivery car sales. G. N. Jordan, traveling representative, succeeds Mr. Myers as manager of the corporation's Boston branch.

Three Reos Sold.
This week's purchasers of Reo touring cars, as reported by the Smith-Trees Motor Company, include Capt. M. E. Locke, U. S. A.; William Montgomery and W. W. Thomas.

The Argo Car

—will save time, take you wherever you want to go, and for less than you now spend in car fare.

\$295

Smith Motor Sales Co., 1823 14th St. North 5461.

WASHINGTON WILL BE REPRESENTED AT SHOW

Many Auto Men Leave for New York Exhibit of Motor Cars and Accessories.

Washington will supply a goodly number of automobile and accessory dealers who will attend the Fifteenth National Automobile Show, which opened yesterday at 2 o'clock in the Grand Central Palace at New York, under the auspices of the National Automobile Chamber of Commerce.

A new record in attendance is expected at what is claimed to be the greatest and most magnificent display of motor cars and accessories ever seen in America.

There will be cars of every size and description under the one roof, and a car to fit every pocketbook. Every train from the West brings motorcar traders and enthusiasts into the city for the show and hotels are being filled rapidly with show folk.

A special train arrived Friday from Detroit and Indianapolis, and another yesterday from the far West. Members of many automobile clubs are journeying to the show by motor.

The Washington dealers who will attend are: Robert H. Martin and B. H. Nye, of the Buick Motor Company, will leave Monday night; R. H. Harper and E. J. Harper, of the Harper-Overland Company, will leave Monday morning; A. H. Shoup, buyer for Miller Bros. Automobile and Supply Company, left last Thursday; R. J. Henderson and P. E. Rowe are leaving tonight; T. O. Proby and W. D. Arrison, of the Briscoe Sales Company, will leave Monday noon; Sam Lattrell, of the Packard Automobile Company, will leave Tuesday; C. H. Warrington, of the Warrington Motor Car Company, will leave Thursday night; Sam and G. C. Benninger, of the Commercial Garage, are leaving tonight; A. J. Woodruff, of the Cartercar Sales Company, will leave Wednesday; G. O. Stevens, of the Little Giant Motor Truck Company, is leaving tonight; Edmund K. Fox and W. L. Hummer, manager of the Matheson Motor Company, will leave Monday night; C. W. Semmes and H. G. Kneel, of the Semmes-Kneel Company, Semmes left last week and Kneel will very likely leave Monday night; W. S. Keeler, of the Zell Motor Car Company, will leave tomorrow night; David S. Hendrick, of the David S. Hendrick Company, will leave Monday night; T. Lamar Jackson will leave sometime during the first part of the week; H. A. Jenks, of the Locomobile Company, left the latter part of last week; William Jose, of the National Electrical Supply Company, is leaving tonight; Irvin T. Donohoe may leave Monday night.

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NEW YORK AUTO SHOW SETS RECORD FIGURES

Exhibits Elaborate and Enthusiasm of Crowd Runs High—Automobile Trade Flourishing.

New York, Jan. 2.—The fifteenth annual automobile show opened in the Grand Central Palace today with all previous records broken for attendance, elaborate exhibits, and enthusiasm.

"You could never tell that the world is suffering from a war or that business has been uneasy, judging from the unrestricted fashion in which automobile manufacturers are going ahead for 1913," said George M. Dickson, general manager of the company building National cars.

Dickson is reported to have exhibited National cars at every automobile show since the beginning.

"I think the automobile, or rather the motor car industry, can be taken as a barometer of the condition of the entire country," continued Dickson. "It represents the buying power of the nation, as individuals and as a unit. The automobile reflects both the business and social activity, one might say it gives us the tone of the nation's vitality."

The show will last for one week. Interesting figures concerning the size of the automobile industry in the United States have been compiled by Dickson. There are 1,500,000 cars in use; cost price \$1,500,000,000. Of commercial vehicles there are 100,000 in use. Last year, up to June 30, there were 45,000 cars produced in that single year. The value of last year's cars is \$45,000,000. Every year about 5,000,000 tires are worn out. In the whole of Germany there are 30,000 automobiles while in New York City 41,628. There are 60,000 chauffeurs in New York State.

Chicago had 11,000 cars in 1911, 28,000 in 1914. There are 15,500 automobile dealers in the United States. One half the automobiles owned in Iowa are owned by farmers and in Wisconsin one third. Dickson says this year's sales will total \$75,000,000.

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